

PG&E and Solar

*Solar Schoolhouse Forum: Powering
Schools with Sunlight*



Kim Ngo
Pacific Gas and Electric Company
March 26, 2010

The California Solar Initiative

- PG&E began administering in 2007
- \$950 million in PG&E solar incentives over the next decade
- Statewide goal is to install 1,7500 MW by 2016
- Customers must perform energy efficiency audit to be eligible for incentives



- *Received more than 20,000 applications in 36 months*
- *Completed almost 15,000 projects for a total of 145 MW*

The California Solar Initiative

Incentives are available for schools at

\$1.85 per watt based on estimate of the PV system's performance

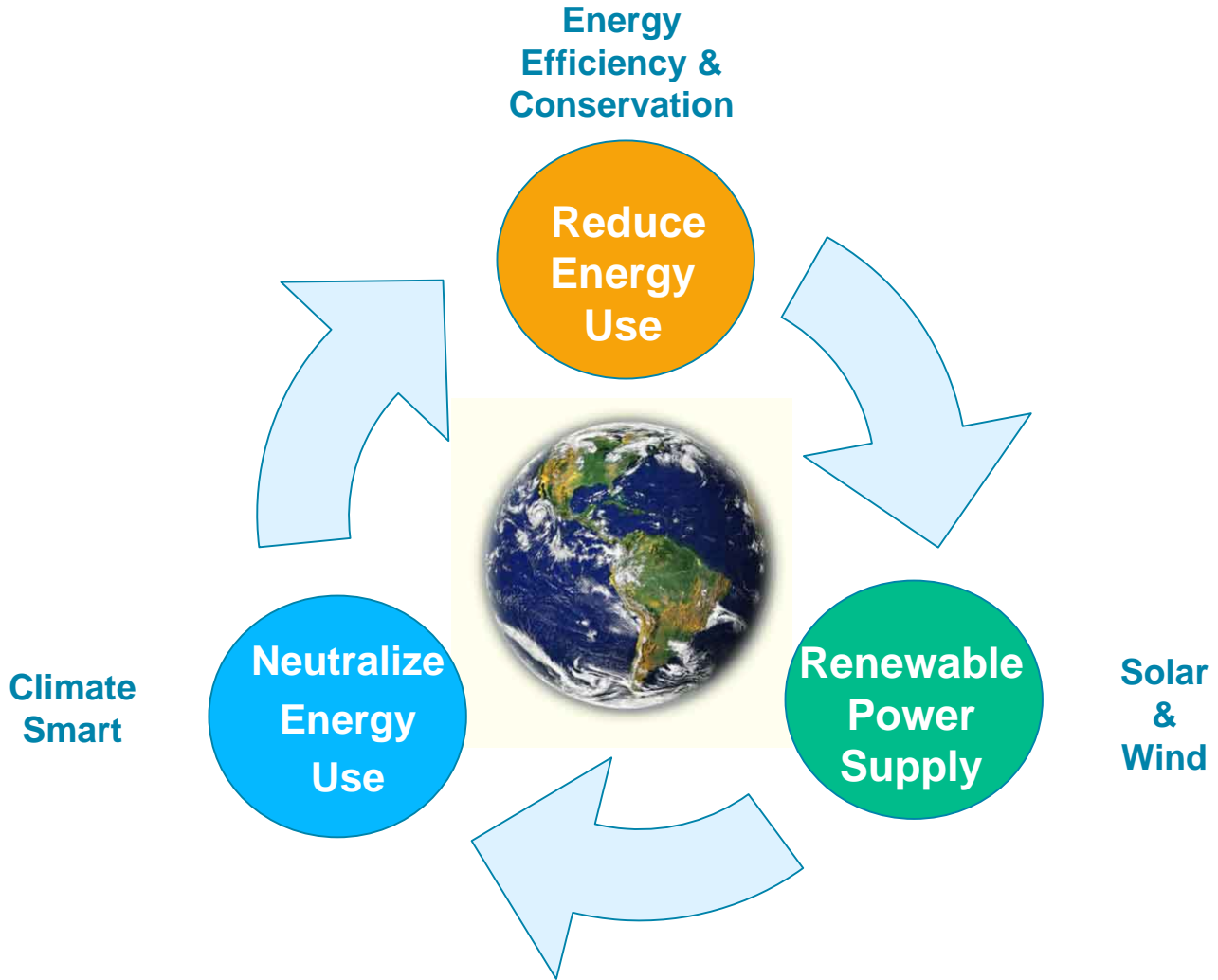
Or...

\$0.26 per kWh based on system's actual performance for five years

Schools are ideal candidates for solar because

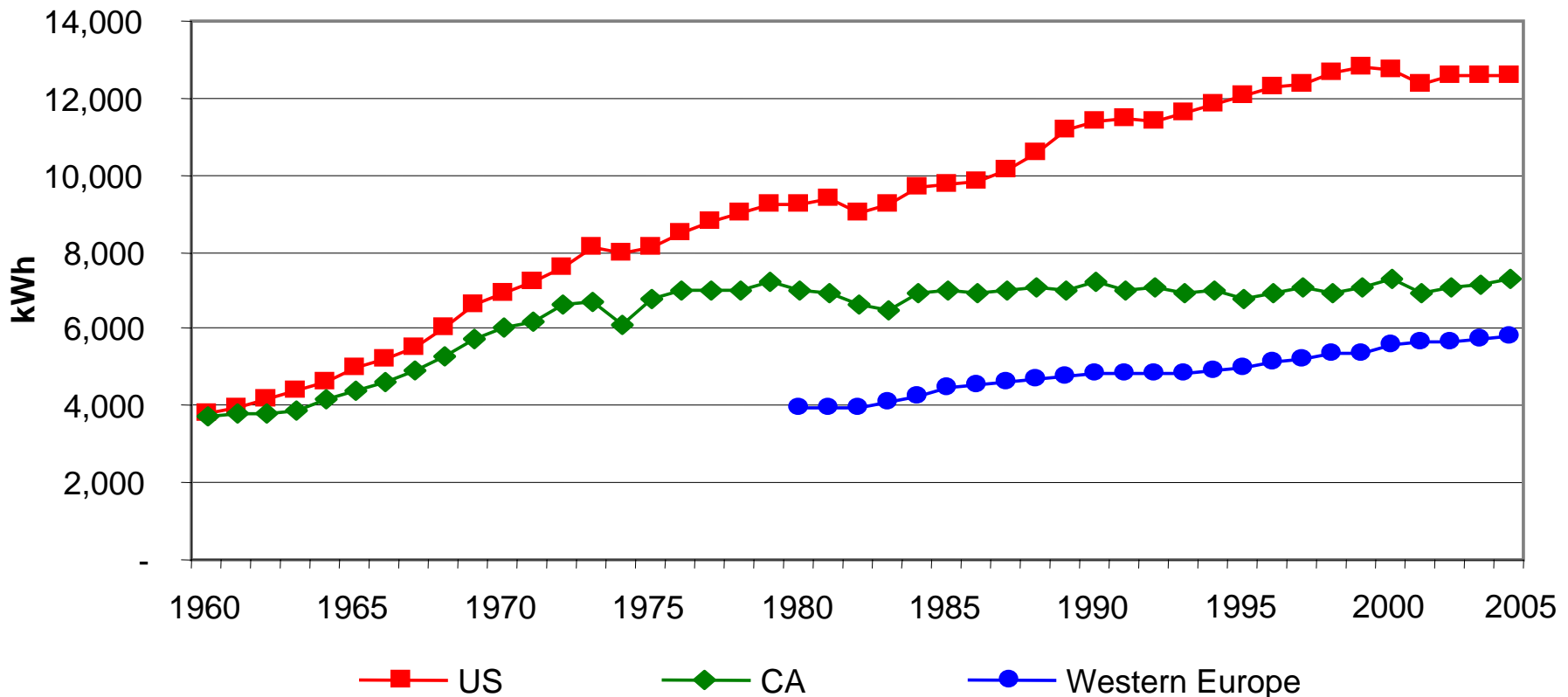
- **Seasonal hours of operation mean low usage in the summertime when school is out.**
- **Financial assistance to install solar is often available through local, state or federal grants**

PG&E's Integrated Approach



History of Energy Efficiency Key to California Success

Over the past 30 years, California per capita energy use has remained relatively flat compared to the 50% increase in U.S. per capita energy use.



Source: California Energy Commission

Before installing solar...

Start with Energy Efficiency and Demand Management

- It is more cost effective to make your home more energy efficient before installing solar

Educate yourself and your customers

- Analyze current energy usage
- Learn what to do by completing an audit
- Explore rate options and other PG&E programs

Encourage Customers to Take Action to be Efficient

- Saves energy and money in 2 ways
- Less usage = smaller energy bills
- Reduced load = smaller solar system = lower cost

Energy Efficiency Rebates

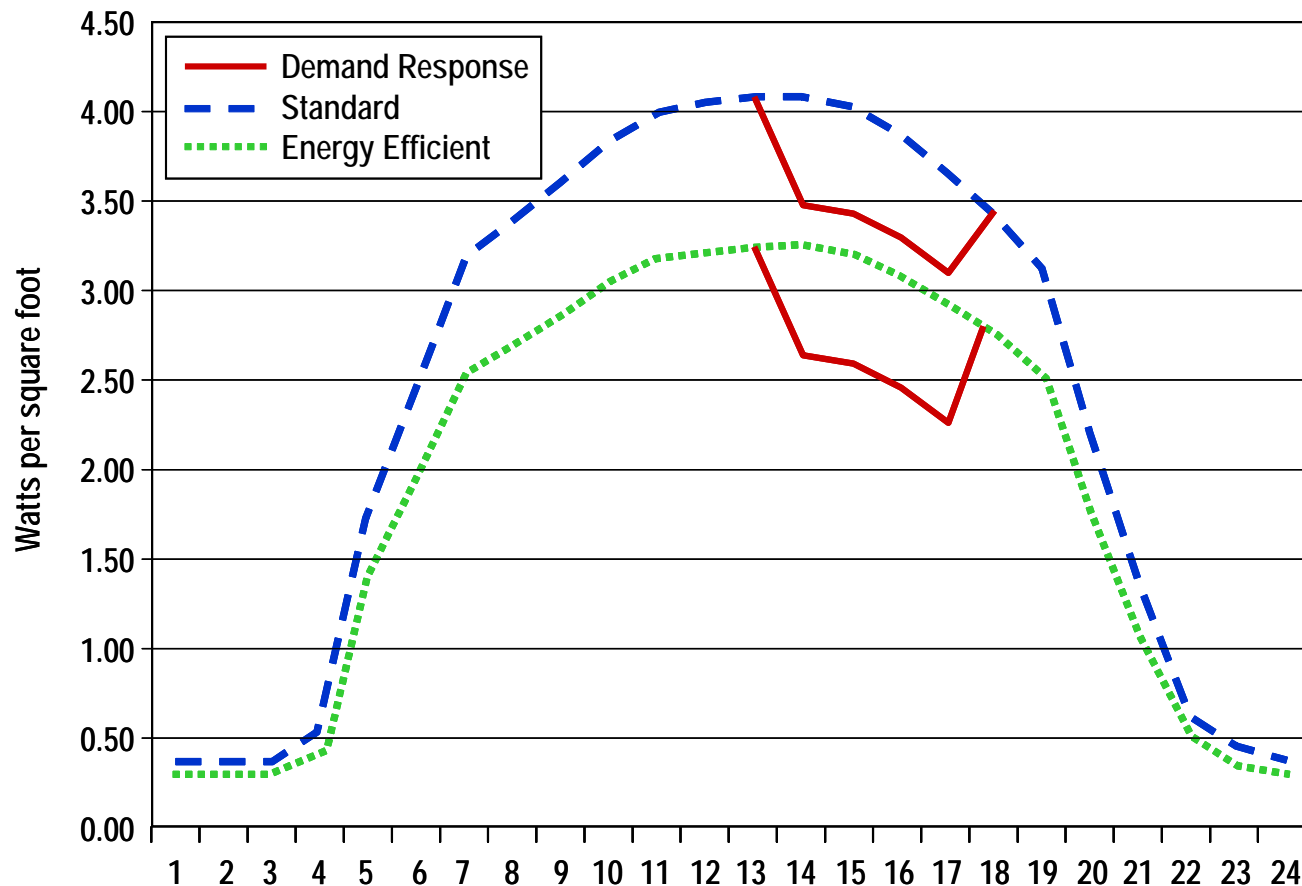
PG&E offers a variety of rebates on gas and electric products for businesses:

- **Agricultural Products**
- **Appliances and General Improvement**
- **Food Service**
- **Heating, Ventilation and Air Conditioning (HVAC)**
- **Lighting**
- **Refrigeration**
- **Boilers and Water Heating**
- **Business Computing**

Demand Response Programs

Programs that offer incentives for businesses who reduce their energy load during peak demand

Demand Response vs. Energy Efficiency
24 - hour demand profile period



Thank you!!